

Overview

South River Technologies, Inc. (“SRT”) recognizes the need to provide our technologies in the format most useful to our customers. We have chosen to deliver our applications primarily via the internet to speed up the delivery process. The SRT Product Localization Initiative (ProLocI) aims to identify optimal translation opportunities and to execute the steps necessary to bring translated versions of targeted technologies to market.

Goal

The primary goal of the SRT ProLocI is to provide localized versions of each SRT application currently being marketed. Localized versions will be updated with each major release of the product. The localized versions are expected to be available within one calendar quarter of the major release being generally available for retail sale.

To reach this goal, the plan of the program is to utilize the capabilities of our Reseller Channel Partners in performing the product localization to the greatest extent possible. Reseller Channel Partners have a vested interest in performing a professional and accurate translation. In return for their efforts, our international partners will be afforded exclusive resale opportunities for the localized application.

Definitions

Complete localization – a complete localization of the product includes:

- Application resource files containing dialogs, strings, menus, etc.
- HTML release notes and version history files
- Compiled product help file
- Installer text files
- Localized product pages linked from Reseller’s web site

Working localization – a working localization of the product includes:

- Application resource files containing dialogs, strings, menus, etc.
- Installer text files

Marketable product – a marketable product has completed either a complete or working localization.

Benefits

A Reseller Channel Partner (“RCP”) who performs a **complete** localization of an SRT application will be afforded the following benefits for a period of **two years** following the completion of the localization activity:



1. Exclusive right to resell the localized version of the SRT application to end users.
2. Exclusive right to distribute the localized version of the SRT application to other resellers for them to resell to end users.
3. Customized trial build of localized application with “Buy Now” linking directly to partner’s web site.

A partner who performs a **working** localization of an SRT application will be afforded the following benefits for a period of **one year** following the completion of the localization activity:

1. Exclusive right to resell the localized version of the SRT application to end users.
2. Exclusive right to distribute the localized version of the SRT application to other resellers for them to resell to end users.
3. Customized trial build of localized application with “Buy Now” linking directly to partner’s web site.

SRT retains the right with either type of localization to sell the translated product direct from their web site at any time after the product translation is complete.

The exclusive benefit period may be extended upon the completion of localization for a subsequent major version update to the application.

An RCP participating in the program will not be compensated directly for their efforts. The partner’s **discount benefit will be increased** as a result of the partner functioning as a product distributor for the localized version. Depending on the type of localization performed, and the number of applications translated, some form of a complimentary NFR software kit will be awarded upon the successful completion of the project, at the discretion of the SRT Localization Program Manager.

An RCP is not required to own a current valid license for the SRT application being localized. Current resource files will be provided for their use.

Requirements

To participate in SRT’s product localization initiative, an RCP will have to agree to several requirements. Those requirements are listed below.

1. Review and agree to the SRT ProLocI Terms and Conditions.
2. Review and agree to the ProLocI Procedure Summary below.
3. Review and agree to follow the Localization Instructions documented herein.
4. Be fluent in conversational and written technical aspects of both the target localization language and the English language.
5. Use resource localization tools recommended by SRT. SRT will provide project files that will install the free Translator version of Sisulizer (<http://www.sisulizer.com/>).
6. Agree to use the International Word List as documented on Microsoft’s MSDN web site.
7. Provide a monitored email address through which support requests are to be funneled.

Procedure Summary

All product localizations will execute the same basic project steps to produce a verifiable product. In summary, after the localization partner has expressed an interest to participate in this project, this procedure is as follows:

1. The Localization Partner will:
 - a. Sign localization intent & agreement provided by SRT
 - b. Receive product resource files and Sisulizer project files
 - c. Determine level of localization to perform and produce estimate to complete project
 - d. Implement project; provide status updates as required
 - e. Test localized resources on native version of target OS
 - f. Deliver tested resource files to SRT ProLocl point of contact

2. SRT will:
 - a. Create localized trial & retail build
 - b. Return build(s) to partner for final testing

3. Localization Partner will:
 - a. Complete final testing
 - b. Sign off on delivered product

4. SRT will:
 - a. Submit localized trial and retail build to independent localization testing partner
 - b. Receive OK to proceed from independent testing partner
 - c. Generate customized trial download with partner "Buy Now" link
 - d. Document exclusive agreement dates with partner
 - e. Update SRT web site with news of localized product; issue press release with localization partner

This procedure may change in the event that a commercial localization is used in place of a Channel partner.

Resource Delivery

SRT will provide the RCP a zipped product archive containing the binary resource and HTML files that are required for a complete localization. The product archive will include all the necessary files including the Sisulizer Translator application, or a link to download the current version of the tool.

The binary resource files must be translated using the tool provided. No other source code or extractions will be provided. The filenames of the localized resources should not be changed.

Validation

Localization Guidelines

So that all localizations performed under the SRT ProLocl are compatible and follow similar conversion techniques, the following guidelines are established. These guidelines should be followed and any exceptions noted during the regular status reporting

1. All entries in "String Table" and "Dialog" should be translated.
2. In "Version 1" node on the Version Properties page, the correct Code Page and Language should be set in the "Block Header".
3. Do not modify dynamic string place holders (i.e. !x!, %d, %s, or [text]).
4. Do not translate proper program names (e.g. "WebDrive", "South River Technologies", "Titan FTP Server", "GroupDrive") or any words represented by all capitol letters ("ABC").
5. Do not modify escape sequences (r, n, t).
6. The "&" sign (without quotes) represents a keyboard keystroke and should remain intact (and unique for each menu group).
7. Try to keep strings to the same or lesser length.
8. Modify the Language and Code Page IDs for the resource. See instructions above.
9. Do not translate any registry or file path strings.
10. Verify there are no cut-off strings in the Program Settings tabs. Extend the dialog placeholders as needed to accept longer strings.

Contact Us

All inquiries regarding the SRT Product Localization Initiative are to be directed to the following:

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Channel Programs Office
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USA

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Email: resellers@SouthRiverTech.com



Acknowledgement of Intent to Participate

I have read and understand the Requirements documented above. I intend to participate in the SRT Product Localization Initiative program and agree to participate in the program under the requirements and guidelines listed above. I have indicated below the applications I intend to localize, the target language and the type of localization.

Company Name

Contact Name

Contact Signature

Product Interest / Language

Localization Selected (Complete/Working)

Product Interest / Language

Localization Selected (Complete/Working)

Product Interest / Language

Localization Selected (Complete/Working)